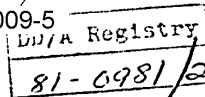


IMS's MFR on meeting at State
(5 June)

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Approved For Release 2007/12/29 : CIA-RDP85-00809R000300180009-5



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IMS/SG-81/15
8 June 1981

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MEMORANDUM FOR THE RECORD

SUBJECT: OL/IMS Meeting at State Department to Discuss its Contracting Experience with Wang Laboratories, Inc.

1. On 28 May 1981 I accompanied Messrs. [redacted] 25X1
[redacted] of the Office of Logistics, on a visit to the State 25X1
Department to discuss specifics of State's procurement of Wang
equipment for use at its overseas posts. The meeting was arranged
by [redacted] following the 19 May OL/IMS meeting, to assess the 25X1
possibility of pursuing equipment standardization with State. The
visit was with Mr. Gerald John, Chief of Procurement at State, who
brought his assistant, John Steevers; but Messrs. Wally Francis and
Douglas Stevens, who manage State's field automation program, also
attended.

2. In reply to our questions, the State representatives said:

a. They have purchased their equipment for unclassified work through two contracts resulting from 1979 competitive bids - one for word/data processors (3 years), the other for minicomputers (5 years). The status of technology dictated two contracts at the time; it would not today. In 1982, when State will have to renegotiate for additional equipment, it will certainly have the option of competing a new contract, but this is unlikely unless it should become advantageous (if, for example, Wang fails to meet its maintenance responsibilities or falls behind technologically).

b. Wang equipment is also standard in the State headquarters area. This is considered important not only from the standpoints of familiarity, training and maintenance, but for the interchange of disk media with the field, which is becoming increasingly significant.

c. State will purchase TEMPEST-certified equipment for classified applications overseas under these same contracts, once maintenance and pricing details are worked out. Wang now

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sells TEMPEST equipment (not specified in the original contracts), which State encouraged Wang to develop. The first classified systems will probably be procured by the end of this fiscal year.

d. State feels that Wang is "not the easiest company to deal with," as it is experiencing the pains of rapid growth. But problems encountered thus far have been amicably resolved.

e. State has continued to assess available technology and sees no other brands of equipment on the market that surpass Wang's ability to handle both word and data processing with upward compatibility. State believes in providing its posts "starter kits" and letting them gradually adopt larger computers--progressing from the small WP models, to the OIS system, to the VS minicomputer, as appropriate.

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Chief, IMS/Systems Group

This contents of this memorandum are classified SECRET.

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